

THE SOUTHEASTERN SENTRY

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SENTRY

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We also thank our "Valued Contributors." Please check out our next blog for more on the value they bring to SIAC and the security industry at large.

We've had many successes over the years, but none could come without your support on alarm management issues and financially. The good work we do is reflective of the security industry's leadership on these issues. Again, our thanks to all of you, and stay tuned for 2023.

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The Mississippi Security Association offers certification courses required to be licensed in the State of Mississippi by the Mississippi State Fire Marshal Electronic Protection Division. Certification courses are offered in person, virtual and online.

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See pg. 6 for
information on
Florida licensing



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NTC Announces New Training Program: New Employee Basic Training.

With unprecedented, industry-wide struggles to find qualified employees, NTC offers a way to hire competent workers and train them to be qualified employees. Offered once a month beginning in January, students that are new to the industry – or individuals that want to diversify their skills – will receive over 40 hours of foundational training in Fire Alarm Systems, Intrusion Systems, Video Security Systems, and Access Control Systems. The program uses a combination of live, instructor-led, virtual training as well as

additional online training that is assigned and monitored by the same instructor. The program also includes access to Core Competency Certification (C3) exams in each of the four systems so that students will be C3 Level 1 Certified upon completion of the program.

Students who completed the program in late 2022 have expressed feeling prepared to take on the day to day responsibilities of their jobs and managers are impressed with their knowledge. Students can be registered for the next upcoming NTC New Employee Basic Training at any point. Companies also have the opportunity to save by purchasing pre-registration bundles and sending students as they are hired.

Borgmann Named As One of Florida's Most Influential Business Leaders

Holly Borgmann, ADT's Vice President of Government Affairs and CAA Government Affairs Committee member, has been named to Florida Trend magazine's Florida 500 list for 2023. The honor recognizes Florida's most influential business leaders.

"I'm really flattered," said Borgmann, who joined ADT in 2013. She started her career as a legislative aide in the Ohio House of Representatives. At ADT, she is responsible for federal, state and local legislative and regulatory advocacy. "It's a tremendous complement to be included on this list."

ADT has been headquartered in Florida since 2012. Florida is the fourth largest state economy in the United States and counts the third largest workforce. If Florida were an independent country, it would have the fifteenth largest economy in the world.

Borgmann serves on several boards and is currently the Vice Chair of Enterprise Florida, the primary economic development, international trade, research and marketing group promoting the state.



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By Tony Smith

Why Would California Suddenly Discourage Rooftop Solar Investment?

Politics in California is being manipulated to propel the current Governor, Gavin Newsome, to Washington D.C. where he would like to become the next President. There is nothing wrong with that; it is the American way. What is wrong is that he is preparing to gut the incentives for the installation of rooftop solar as part of an upcoming deal with the State's major public utilities, beginning in April of 2023. Meanwhile in Washington, the current President, also a Democrat, raised to 30%, the federal incentive for installation of Solar.

The California Public Utilities Commission (CPUC) is a state regulatory commission that is controlled by the Governor, and regulates Pacific Gas and Electric, Southern California Edison, and San Diego Gas and Electric. Point of information: These new rules do not affect municipal utilities, such as the Los Angeles Department of Water and Power. These new rules will significantly lower the KWH pricing that these utilities pay to rooftop solar customers who sell their surplus energy to the public utilities. The CPUC vote was 5-0 in the affirmative and 4 of the 5 members were appointed by Governor Newsome. The public utilities have bitterly complained that rooftop solar homeowners who sell excess power to the utilities, are being subsidized by lower income homeowners who cannot afford rooftop solar.

It is difficult to realize how disingenuous the Public Utilities are until you understand how they make money. First, their cost for the power they create, or purchase is reimbursed by the customer; they do not make a profit on it. Their profit comes from the Grid. They build it, and they maintain it, and they make a profit from this invest-

ment. In effect rooftop solar eliminates much of a need for a grid if there is a battery backup. If we use the grid for those non-sunlight hours, then they want to charge us for use of the grid. Currently the rules are that when a rooftop solar installation (with a battery) wants to cut their connection to the grid, they are prohibited by the CPUC. From a practical standpoint, if we wanted to eliminate the grid today, we couldn't do it because we don't have enough rooftop solar to replace it, and it will be quite some time before we do.

California has a stated goal of becoming a 100% renewable state by 2045. This may or may not be a realizable goal. The key to creating a serious drop in utility costs is to sharply reduce our commitment to build and maintain the grid. Many states, particularly Texas and California, have single state grid systems which are regulated by state commissions. The cyber, weather and fire risks to grids in both states are major. Fire in California and freezing storms in Texas exemplify that. Rooftop solar and mini grids are the key to keeping these threats under control. If we are attacked by a cyber event in California, the last thing we want is to make it easy for the perpetrators. If everything is connected through a common grid, as it is now, we will pay the price.

If we lower the barriers for the installation of rooftop solar (with batteries) by providing incentives to everyone, especially lower income areas, that would also be an accelerant for the adoption of electric vehicles and other electric appliances. Technology is developing rapidly, especially in batteries and solar cells, resulting in lower prices today and even lower pricing tomorrow. This could dramatically shorten the time frame to retire most of the grid.

The wave of the future may be the mini grid, in some form, which will tie together neighborhoods, commercial centers, and small communities as self-standing suppliers of their own power, including battery storage, from rooftop solar and adjacent solar power sources. Whenever we face a major problem, we would be able to isolate it to one or two mini grids to control the problem. What happened in California with the wildfires would be unlikely to occur again. The loss of power to an entire state like Texas would be in the past. The more miles of interdependent interconnected grid that we have, the more susceptible we are to catastrophic losses.

Once we understand the importance of rooftop solar and the opportunity it presents to the security industry, we will be able to accelerate the adoption of rooftop solar and help create a national solution to this crisis. Is now the time to build YOUR equity acquisition rate and create long term customer relationships?

Tony Smith is a Past President of the California Alarm Association, and former member of the Board of ESA. He is the Founder-President and CEO of Security Funding Associates, a leading industry financial services firm, focused on non-recourse financing for small – medium sized alarm companies. He may be reached at TSmith@SecurityFundingSolutions.com or (855) 723-2299



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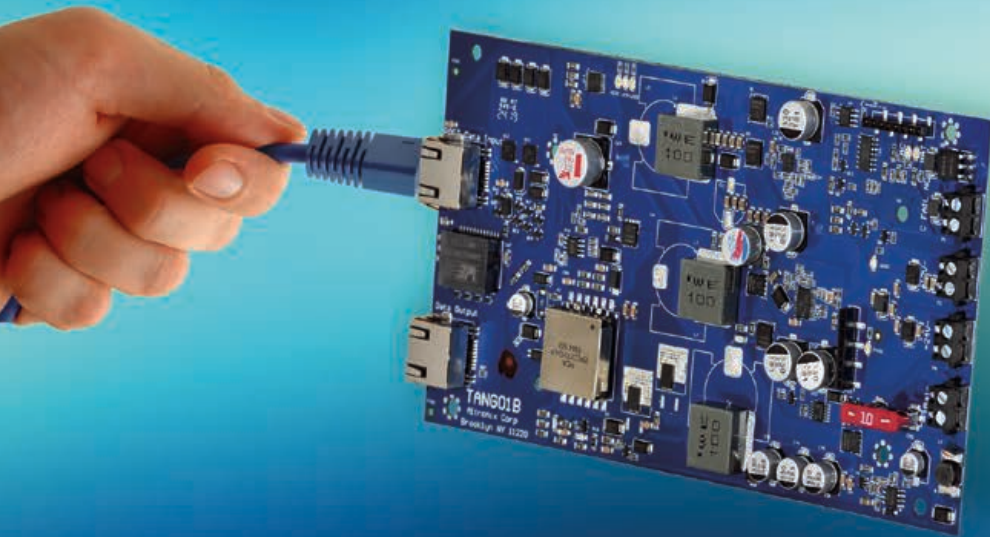


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NAPCO SECURITY TECHNOLOGIES, is pleased to offer expanded free trainings to dealers, locksmiths and integrators on both its easier-to-install, faster-to-deploy, cellular- or cloud-based access control system solutions. Its new AirAccess systems, powered by StarLink Cellular; and, E-Access software-free systems, are a great alternative to complex enterprise systems and far simple to scale for SMBs. These intro classes, cover both

systems, and are designed to help security dealers get in on the profitable, in-demand, mass Access Control business, using technologies that save time and complexity, by avoiding conventional networking &/ or IT-Dept interactions and delays. Also new from Napco is E-Access, a Software-Free embedded access system that frees dealers from costs, time, and trouble spent loading access control software onsite and doing perpetual updates to it and associated drivers or hardware down the road. Both systems, sold at Napco distributors, are super-scalable from a few doors and users to hundreds, and they offer easy smart mobile Apps with free built-in credentials and command-control and lock-down security for authorized users.

NAPCO SECURITY TECHNOLOGIES is pleased to announce that it has recently become a PASS Partner (Partner Alliance for Safer Schools) as part of its commitment to help provide more school and campus solutions, in the face of the escalating violence and tragedies nationwide. PASS K-12 is a well-respected program that offers comprehensive information and objective guidelines for securing school facilities, created by a multidisciplinary team spanning security, education, infrastructure, and corporate sectors. PASS presents the comprehensive tools and insights needed for public safety and security professionals; school administrators and school boards, to work in concert to implement a tiered school security protection approach, from inside to the outer perimeter. "NAPCO 's joining the Partner Alliance for Safer Schools was a natural for us – Knowledge is power, and it's especially critical when it comes to school security, from my perspective both as NAPCO's SVP of Sales, as well as the father of school-age children," said Stephen Spinelli. As part of our PASS K-12 partnership, we will now be developing new school security training courses, and incorporating the PASS K-12 Program, taught by certified NAPCO trainers, for security providers and campus security professionals.



DITEK, the leading provider of surge protection solutions, is proud to announce the launch of their digital training platform, DITEK University, in partnership with SecurityCEU.com and the CMOOR Group. DITEK University offers online, interactive training courses covering a variety of surge protection topics ranging from basic principles to best practice techniques for specific applications. "DITEK has



long been the industry leader in surge protection training," said Mike Molinari, Director of Sales at DITEK. "We have provided in-person instruction to tens of thousands of technicians, salespeople and project

managers across many venues including auditoriums and one-on-one training sessions. We are so excited to now bring this experience and education to a broader audience when and where they need it." Future courses will be developed by DITEK in conjunction with SecurityCEU.com and the CMOOR Group. Attendees are encouraged to revisit DITEK University for more training opportunities, as well as approvals for continuing education accreditation for available eLearning courses.

BECKLAR, AVANTGUARD and **FREEUS** have earned for a fourth consecutive year the Salt Lake Tribune Top Workplaces Award in the Mid-sized Company category for the state of Utah. Regarding the award, Clint Halverson, CPO for Becklar — parent company to AvantGuard and Freeus — said, "We are excited once again to be recognized as one of the top places to work in Utah. Our outperformance as a business is largely attributable to our amazing team and our powerful culture that puts caring for each other, our dealers and their subscribers at the center of all that we do. Our senior management team has decades of experience and is well-versed in innovating to drive growth and supporting that growth with a culture that allows each team member to bring their best self to work each day. Our people are at the core of our amazing culture. We hire and train only the best to ensure our culture thrives."

MACURCO GAS DETECTION announced its new Carbon Monoxide Monitor (CM-E1 RH) Round Housing Unit. The new CM-E1 RH will meet all the expectations of the CM-E1, but now with a new visual appeal. The CM-E1 RH is UL 2075 Listed for use in residential and commercial applications and is also approved by the California State Fire Marshal. The CM-E1 RH will have low replacement costs with long-life sensors. This ensures that our products will require low maintenance, with no calibration needed. This will allow our customers to focus on their daily lives while our products focus on protecting them and their property. The Round Housing option will have two form options to choose from, flush or surface mount, and they are made in the United States.

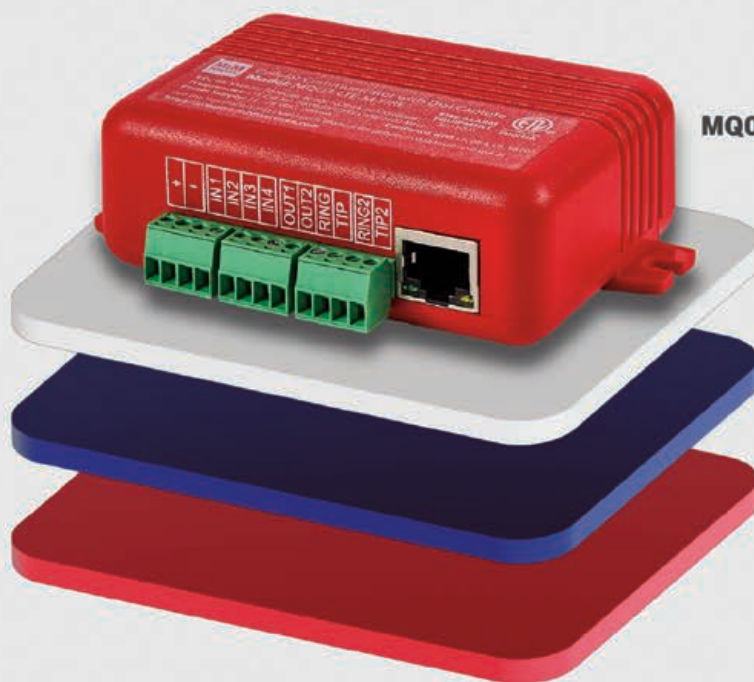


HAKIMO, announced that its AI solution has completed operational test and evaluation by National Safe Skies Alliance, Inc. (Safe Skies) at San Diego International Airport. Safe Skies, an independent third-party non-profit organization funded by the Federal Aviation Administration, conducts thorough testing of security systems' detection capabilities, reliability, and maintainability under active airport operational and environmental conditions. Safe Skies performs its evaluations under an ISO 9001:2015-approved Quality Management System.



MAGOS SYSTEMS introduces Blue Force GPS and speed and direction-based filtering to the Magos perimeter detection solution. These enhancements provide facilities with increased situational awareness of their site while reducing nuisance alarms that add to the operator's information overload and distract them from responding to actual events. "Radar technology is providing growing value to security operations. It can provide intelligence about an incoming threat – friendly, human, vehicle or wildlife – as well as operational data such as speed and direction," said Amit Isseroff, vice president, R&D, Magos Systems. "The Magos solution provides this additional awareness and reduces nuisance alarms by intelligently filtering incoming alerts, all in a more cost-effective way than video analytics or other solutions."

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The **LOUISIANA** Life Safety & Security Association will offer certification courses for Louisiana technicians and sales reps in the cities of Jefferson, Lafayette and Monroe. Students can attend class in person or participate via Zoom webinar. Registration is available at <http://training.llssa.org/>.

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Questions: Please call or Email the TNSI office at 615-791-9590 or executive-director@theTNSI.org.

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The **MISSISSIPPI** Security Association offers certification courses required to be licensed in the State of Mississippi by the Mississippi State Fire Marshal Electronic Protection Division. Certification courses are offered in person, virtual and online. Visit www.mississippisecurityassociation.com for additional information.



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2023 Annual TNSI Convention in historic Franklin, Tennessee September 27-29, 2023

For more information about TNSI, please visit our website at: www.theTNSI.org or call TNSI Executive Director Penny Brooks at 615.791.9590.



INDUSTRY EVENTS 2023

March 28, 2023

ISC Loves Security @ Rockhouse (Venetian)

March 29, 2023 – April 1, 2023

ISC West

March 29, 2023

CAA Leadership Breakfast @ ISC West

September 27-29, 2023

Annual TNSI Convention, Franklin, TN

November 4-8, 2023

TMA Annual Meeting, Kapalua, Maui, Hawaii

November 15-16, 2023

ISC East, New York, NY

CAA WINTER CONVENTIONS - 2023-2026

Western States Security Conference

Fairmont San Francisco

December 6 - December 9, 2023

December 4 - December 7, 2024

December 3 - December 6, 2025

December 2 - December 5, 2026

CAA PALM SPRINGS CONVENTIONS - 2023-2025

Hilton Palm Springs

May 17 – May 20, 2023

May 15 – May 18, 2024

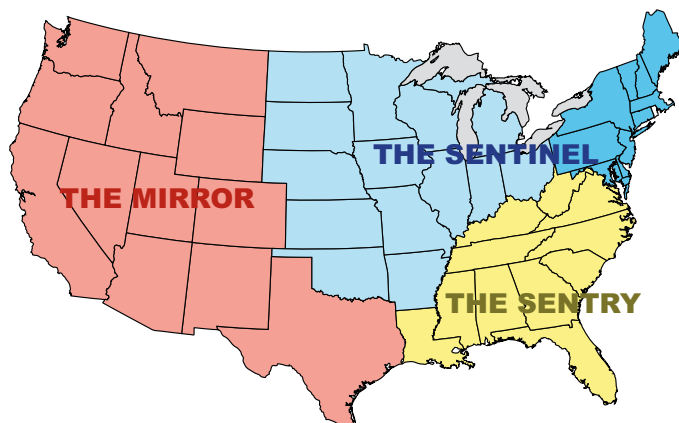
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